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## • INTELLIGENT ORGANIZATION.

The National Association of Manufacturers of the United States is of a character somewhat similar to the Canadian Manufacturers' Association in that both were brought into existence and organized for the express purpose of securing by all legitimate means the aid of both public opinion and Governmental policy in favor of the development of home industries and the promotion of home manufacturing enterprises; and also to enable those in all branches of manufacturing enterprises to act in concert, as united bodies, whenever action in behalf of any particular industry, or of the whole body, might be necessary.

The benefits derived from such organizations to the manufacturers connected with and supporting them are to be seen in the work done by them, and while the work accomplished by the Canadian organization has been most gratifying and beneficial, that of the American organization has gone further and accomplished more. This was to have been expected from the fact that in the United States there are many more industrial establishments than in Canada, with more capital invested, a larger home market, and a tariff system that gives greater protection against the encroachments of foreign manufacturers.

With these superior advantages it is not surprising to observe that the American Association is extending its work and perfecting details by which it is placing its members in a position to capture a large part of the foreign trade of other countries.

One feature of the practical work of this Association is worth far more to every member of it than the cost of membership many times over—we refer to the "Confidential Bulletin of Foreign Buyers" which is sent to every member at frequent intervals. These Bulletins represent enquiries which are received by the Association from merchants in all

parts of the world who desire to buy American goods, and constitute one of the most valuable features of the work of the Association, and one that is of great money value to the members. Wide awake American manufacturers do not let these Bulletins be discarded, but they carefully examine every one of them and follow up the opportunities therein indicated, for it is valuable information to know the wants of foreign buyers.

Another important work being done by the American Association is the compilation of a carefully arranged descriptive and classified membership list to serve as a guide to the leading manufacturers in the United States for the use of foreign buyers. This directory, for which the title "American Trade Index," has been chosen, contains an alphabetical list of members, with a brief enumeration of the articles they manufacture; the names of manufacturers grouped according to the articles they manufacture, and the registered telegraphic address of those whose names are contained in the directory.

The Association have established "The International Freight and Transportation Bureau of the National Association of Manufacturers," and are prepared to give the freight cost of transportation from the port of New York to over 150 of the principal cities of the world on all classes of machinery, hardware, and general merchandise; and the Bureau will also undertake to collect C.O.D. accounts, and to have drafts accepted against delivery of documents. The facilities of this Bureau are available only to the members of the Association.

The Association maintains a large warehouse at the city of Caracas, Venezuela, where large quantities of the products of the members are on exhibition, in charge of skilled attendants who act as agents of the exhibition.

All these efforts on the part of American manufacturers to effect sales of their products in different countries of the world are supplemented by the assistance rendered by the United States Consuls, who are especially instructed by their Government to report everything of interest coming under their observation calculated to increase the foreign trade of the United States.

## WHY NOT CANADIAN TOOL STEEL?

A recent number of The Philadelphia Bulletin, the official organ of the American Iron and Steel Association, in an account of the Dannemora Iron mines, says:—"These mines furnish not only the best ores of Sweden, but of the whole world, and they have become especially renowned on account of the Dannemora Walloon iron. The ore contains fifty per cent. of iron, and from .0025 to .005 per cent. of phosphorous and in this freedom from impurities consists its special value."

The Bulletin gives a short history of the Dannemora mines showing that there was a deed issued as early as the year 1481, and that in 1532 King Gustaf Wasa granted Joachim Piper the right to mine this ore. From 1545 the mining was carried on by this king and others, and the ore was smelted in a furnace at Dannemora. The mining right was afterwards given to different persons, permitting them to mine certain quantities of ore annually for their works.

The drilling in mining this ore was formerly done by hand, but modern appliances are now used and the drills are driven by compressed air. There are eleven steam engines which